

# Mapping Payment Reform Strategies



## Multi-Site

There is no one-size-fits-all solution for payment reform, and employers and plans have made mistakes by overlooking a market's distinctive characteristics when selecting reform strategies. Stakeholders need a systematic method for assessing a health care market's dynamics before trying to draw up a road map for change.

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## Lessons Learned

- Customizing payment reform solutions for specific markets may be difficult if the major players aren't local. Large employers headquartered elsewhere, national health plans, and large, multiregional health system may not be interested in market-specific approaches.
- When working in an evidence-free zone, consulting with leading experts, including those with on-the-ground experience is essential.

This is where the Market Assessment Tool (MAT) comes in. Developed by the Catalyst for Payment Reform (CPR), an independent organization led by health care purchasers, MAT uses structural data, stakeholder surveys and interviews, and an original market typology to provide recommendations for which types of payment reform might make the most sense to pursue or avoid in particular types of markets.

CPR is refining the tool, taking it from one that describes a market to one that provides payment reform recommendations to a market. This transition

has had its challenges.

Market characteristics and payment reform models are complex, so creating a generalizable tool for purchasers has been difficult. To work through this process, CPR has engaged in expert discussions to help classify the primary factors determining a market's success with a payment reform model as well as which models align with particular market attributes.

Although it is not yet finalized, CPR expects MAT will accelerate the adoption of payment reform models that are well suited to the markets in which they are implemented.

"The tool opens a dialogue among market stakeholders, gives them a common understanding of their markets, and helps users filter out options for payment reform," said Suzanne Delbanco, PhD, executive director of CPR.

"As it is used over time, MAT also may provide the basis for building a knowledge base about how to map payment reform options to specific market types."

CPR expects to release MAT this summer.

## Contact

Suzanne Delbanco  
Executive Director  
Catalyst for Payment Reform  
[sdelbanco@catalyzepaymentreform.org](mailto:sdelbanco@catalyzepaymentreform.org)